

## Message Text

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ACTION EB-07

INFO OCT-01 AF-06 EUR-12 ISO-00 SP-02 L-03 H-02 PA-01

PRS-01 USIA-06 CAB-02 CIAE-00 COME-00 DODE-00 DOTE-00

INR-07 NSAE-00 FAA-00 XMB-02 TRSE-00 OPIC-03 CIEP-01

/056 W

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R 021040Z AUG 75

FM AMEMBASSY NIAMEY

TO SECSTATE WASHDC 1396

INFO AMEMBASSY ACCRA

AMEMBASSY BRUSSELS

AMEMBASSY ROME

C O N F I D E N T I A L NIAMEY 3070

E.O. 11652: GDS

TAGS: EAIR; NG

SUBJ: GON PURCHASE OF BOEING 737

ACCRA FOR AMBASADOR HECK

BRUSSELS FOR FAA

1. AFTER TWO DAYS OF ACTIVE NEGOTIATIONS WITH AIR FORCE  
COMMANDER FRANCOIS WRIGHT, ROME-BASED BOEING REP WOLFGANG  
SZEBRAT TELLSUS NIGER IS ON VERGE OF SIGNING LETTER OF  
INTENT FOR PURCHASE OF A NEW 737 FOR TENTATIVE DELIVERY  
IN DECEMBER 1976. GON WOULD BE OWNER WITH AIR NIGER AS  
LESSEE. A \$8-9 MILLION PACKAGE IS UNDER DISCUSSION.

2. PRESIDENT KOUNTCHE, ACCORDING TO SZEBRAT, HAS  
GIVEN GO AHEAD FOR PURCHASE SUBJECT ONLY TO TECHNICAL  
CLARIFICATIONS WHICH WILL BE PROVIDED IN TALKS WITH  
BOEING REPS NEXT WEEK. THSE WILL INCLUZ COMPARATIVE  
DATA FOR 737 AND F28, PROPOSALS TO GON FOR MAXIMIZING  
UTILIZATION OF AIR CRAFT, AND PRELIMINARIES OF  
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FINANCING. IF ALL GOES WELL SZEBRAT EXPECTS TO

HAVE AGREEMENT ON A LETTER OF INTENT TO PURCHASE  
BY END OF NEXT WEEK. BOEING THEN PLANS TO FLY  
CAPT. AND MRS. WRIGHT TO SEATTLE IN EARLY SEPTEMBER  
AS PART OF SCENARIO FOR MORE FORMAL CONTRACT NEGOTIATIONS.

3. RAPID PACE OF THIS TRANSACTION HAS BEEN INFLUENCED  
MORE BY GON THAN BY BOEING. WRIGHT VUME UNDER HEAVY  
PRESSURE FROM KOUNTICHE TO MOVE FAST ON AIR CRAFT PURCHASE UPON  
LATTER'S RETURN FROM KAMPALA SUMMIT MEETING IN A BORROWED  
PLANE, AND BY CHANCE SZEBRAT WHO ATTENDING ASECNA MEETING  
HERE FOUND HIMSELF IN RIGHT PLACE AT RIGHT TIME. SZEBRAT,  
AND IN TURN GON, SEEMS WELL AWARE OF SNAGS WHICH COULD  
DEVELOP WITH FINANCING OR WITH HEAVY PRESSURE THAT WILL  
LIKELY BE MOBILIZED BY COMPETITORS (SEE NIAMEY 2686)--I.E.,  
BRITISH WITH HAWKER-SIDLEY, DUTCH WITH F28 AND FRENCH WITH  
USED CARAVELLE--ONCE WORD OF GON'S INTENTIONS SPREADS.  
FOR NOW, HOWEVER, SZEBRAT IS CONFIDENT, IF NOT EUPHORIC,  
EMBASSY, OF COURSE, PROVIDING HIM WITH ALL APPROPRIATE  
HELP.DAVISON

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## Message Attributes

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